

Financial Assistance Plan Update

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Comparative Facility Programs

	Grady Health System Current Program		Harris County Hospital (Houston)	Erlanger (Tenn.)	Cook County (Illinois)	Jackson Memorial Hospital (Florida)
	In County	Out of County				
Discount	<250% of FPG 100% Disc.	<250% of FPG 70% Disc.	<100% of FPG 100% Disc.	<125% of FPG 100% Disc	<133% of FPG 100% Disc.	<100% of FPG 100% Disc.
Partial Charity Care/Sliding Scale	251% + of FPG 50% Disc.	251% + of FPG 50% Disc.	101% - 200% of FPG Partial Payment 20% - 301% of FPG 50% Dis.	Sliding Scale	up to 300% 65% Disc 301% to 399% 25% Disc.	101% - 149% of FPG 67% Disc. 150% - 200% of FPG 33% Disc.
Catastrophic	251% + of FPG 50% Disc.	251% + of FPG 50% Disc.	Medicaid Application	Medicaid Application	Medicaid Application	Medicaid Application
Self Pay	251%+ of FPG 50% Disc.	251% + of FPG 50% Disc.	No Disc.	40% Disc.	No Disc.	No Disc.
Homeless Persons	100% Disc.	<250% of FPG 70% Disc.	<100% of FPG 100% Disc.	<125% of FPG 100% Disc	<133% of FPG 100% Disc.	<100% of FPG 100% Disc.

Current/Proposed Program Comparison

	Grady Health System Current		Grady Health System Proposed
	Within County	Out of County	Out of County
Discount	<250% of FPG 100% Disc.	<250% of FPG 70% Disc.	<125% of FPG 50% Disc.
Partial Charity Care/Sliding Scale	>251% of FPG 50% Disc.	>251% of FPG 50% Disc.	>126+% of FPG 30% Disc.
Catastrophic	>251% of FPG 50% Disc.	>251% of FPG 50% Disc.	If patient's liability is >25% of income, GHS Patient Financial Services will negotiate based on established guidelines.
Homeless Persons	100% Disc.	<250% of FPG 70% Disc.	<250% of FPG 70% Disc.

Estimated Average Clinic Visit Change

	Average Mid-Level Clinic Visit Charge	Current Discount	Current Program Day Payment	New Discount	New Day of Service Minimum	Payment Plan
Fulton and DeKalb County <250%	\$150.15	100%	\$3.00	100%	\$3.00	N/A
Out of County <125%	\$150.15	100%	\$3.00	50%	\$25.00	\$25.00 X 2 Mo.
All Self-pay Patients	\$150.15	100%	\$3.00	30%	\$35.00	\$35.00 x 2 Mo.

Program Changes in Eligibility Criteria

PURPOSE	POLICY CHANGE	CURRENT	PROPOSED
County Requirement	Apply for State and Federal Programs	No requirement for patient to apply and be denied for Georgia State Medicaid or other Federal Programs	For eligible patients, proof is required that the patient applied and was denied for all State and Federal programs.
County Requirement	Financial Eligibility Score	No financial eligibility scoring is available or required	Patients/guarantors will receive a financial eligibility score to validate their eligibility.
County Requirement	Financial Assets	None	Patient assets will be limited to those for similar government programs.
Administrative Policy	Application Process	Patients are evaluated/approved for financial assistance prior to receiving a service	Patients will receive a service and then apply for a Grady Card.
Administrative Policy	Retro-Coverage	Once an application is approved, all patient accounts regardless of age are reduced/eliminated.	Once the application is approved, the card is effective seven (7) days prior to the application date.
Coverage Determination	Covered Services	All services covered including in vitro-fertilization (Cosmetic services are non-covered)	Urgent and emergent services are covered. Non-emergent services will be provided at the hospital's discretion. In vitro-fertilization and cosmetic services are not covered.

Recommendations

- ❖ Implement new administrative policies and procedures
- ❖ No change for Fulton and DeKalb counties income levels <250% of FPG
- ❖ On the established effective date, out-of-county residents counties with an income level up to:
 - 125% of FPG will receive 50% discount from billed charges.
 - 126% + patients will receive a 30% discount from billed charges.
- ❖ All uninsured patients or those unwilling/unable to provide the required documentation regardless of residency location are:
 - Are eligible for 30% discount from billed charges.
 - Require patients pay a minimum of 25-30% of the discounted balance and establish a payment plan or reschedule non-emergent services.